



Norfolk Southern Corporation  
175 Spring Street, S.W.  
Atlanta, Georgia 30303

May 15, 2003


Mr. Ty Dickerson  
New Jersey Transit  
One Penn Plaza East  
12th Floor  
Newark, NJ 07105-2246

Dear Mr. Dickerson:

As Engineer Geotechnical Services for Norfolk Southern Corporation, I am writing you to confirm how specialized the work that Janod performs and the dangers of using companies that are not qualified in the field of Rock Stabilization. I have been in contact and used the services of Janod for several years in my duties as geotechnical engineer for Norfolk Southern. They have proven themselves as leaders in the field of Rock Stabilization. Janod is one of the few companies in the world that have the knowledge, equipment, and personnel to perform their work in a professional and competent manner. The use of less skilled contractors could result in unsatisfactory and dangerous results.

Recently I was involved in a difficult Rock Stabilization emergency work in Southern West Virginia where a rockfall had derailed a passing freight train. Although Norfolk Southern has a directory of competent excavation contractors that regularly assist us in rock slope and embankment repair, the nature of the work dictated a company that could scale and stabilize a 300 foot high rock slope. After inspection of the work site and recognizing the difficult task of correction, I immediately called Janod. They quickly mobilized and completed the work in a professional and efficient manner allowing us to reopen the tracks.

If you have any questions concerning this please feel free to call me at 404-658-2279 in Atlanta, GA.

Sincerely,  
  
J. R. Zimmerman  
Professional Geologist  
Norfolk Southern Corporation